

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W
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R 090205Z APR 74
FM AMCONSUL SYDNEY
TO SECSTATE WASHDC 5322
INFO AMEMBASSY CANBERRA
USDOC WASHDC

UNCLAS SYDNEY 0716

E.O. 11652: N/A
TAGS: BEXP, AS
SUBJ: BID REQUEST, TIR: FOOD PROCESSING AND
PACKAGING EQUIPMENT

REF : STATE A-1665

SUMMARY:

POST RECEIVED FIVE BIDS ON SUBJECT TIR. THOSE SUBMITTING SINGLE COUNTRY BIDS ARE PEAT MARWICK AND MITCHELL, PRICE WATERHOUSE ASSOCIATES, BUSINESS INTERNATIONAL RESEARCH, P.A. MANAGEMENT CONSULTANTS, AND FELL & STARKEY. ALL FIRMS APPEAR CAPABLE OF COMPLETING SATISFACTORY TIR, ALTHOUGH PREVIOUS TIR BY BUSINESS INTERNATIONAL RESEARCH HAS YET TO BE ACCEPTED BY COMMERCE. BID PRICES RANGE FROM DOLLARS US4475 TO DOLLARS US5250. POST RECOMMENDS ACCEPTANCE OF BID OF FELL AND STARKEY BECAUSE (1) IT IS THE LOWEST BID, (2) THE FIRM, ALTHOUGH LACKING IN PRIOR EXPERIENCE BECAUSE THEY HAVE ONLY RECENTLY ENTERED THE FIELD OF MARKET RESEARCH, APPEAR TO HAVE AN EXPERIENCED STAFF CAPABLE OF COMPLETING A SUCCESSFUL TIR REPORT AND (3) IT WILL ENSURE MORE COMPETITIVE CONDITIONS FOR FUTURE TIR IN AUSTRALIA. END SUMMARY.

A. PEAT, MARWICK, MITCHELL & CO.
A-1 AUSTRALIA
A-2 DOLLARS A3025 AND DOLLARS US4475
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A-3 INDUSTRY INTERVIEWS, 17 PERSONAL, 6 TELEPHONE

TRADE ASSOCIATION AND JOURNALS, 5 PERSONAL, 3 TELEPHONE

END USERS, 17 PERSONAL, 10 TELEPHONE

TOTAL 58, 39 PERSONAL, 19 TELEPHONE.

A-5 (A) WORLD WIDE STUDY ON RETAIL FACTORS AFFECTING
PACKAGING, PRESENTATION AND DISTRIBUTION OF
PACKAGED FROZEN FOODS.

(B) IDENTIFICATION OF A LICENSEE FOR A US
PHARMACEUTICAL MANUFACTURER.

(C) STUDY ON FORWARD TRENDS IN THE FOOTWEAR MARKET
FOR A BRITISH FOOTWEAR MANUFACTURER.

(D) TIR STUDY ON PRINTING AND GRAPHIC ARTS.

(E) SURVEY OF MARKETS FOR EDUCATIONAL, TELEVISION
AND COMMERCIAL EXHIBITIONS OF FILMS.

(F) EVALUATION OF THE STATE-OF-THE-ART IN THE
TREATMENT OF A MAJOR GROUP OF DISEASES FOR A
EUROPEAN PHARMACEUTICAL MANUFACTURER.

B. PRICE WATERHOUSE ASSOCIATES

B-1 AUSTRALIA

B-2 DOLLARS A3020 AND DOLLARS US4500

B-3 MANUFACTURERS AGENTS, IMPORTERS, DISTRIBUTORS, 10

MANUFACTURING, ASSEMBLING & ENGINEERING FIRMS, 8

PRINCIPAL END USERS 20

GOVERNMENT 4

ASSOCIATIONS 5

B-5 (A) STUDY OF AVAILABILITY, PRICE AND SERVICE FOR
PROCESSING AND PACKAGING EQUIPMENT IN THE DISTILLERY
INDUSTRY.

(B) STUDY IN FIELD OF QUICK FREEZING EQUIPMENT.

(C) BI-YEARLY SYNDICATED STUDY OF THE CATERING
INDUSTRY.

(D) TIR ON PROCESS CONTROL INSTRUMENTATION.

(E) COMPANIES CONSULTED IN PAST INCLUDE ALL
STATES FOODS, BOWATER SCOTT, COMMONWEALTH
INDUSTRIAL GASES, HYGIENIC-LILY, NESTLES, AND
SOUTHERN FARMERS COOPERATIVE.

C. BUSINESS INTERNATIONAL RESEARCH

C-1 AUSTRALIA

C-2 DOLLARS A3222 AND DOLLARS US4800

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C-3 20 TO 40 INTERVIEWS WITH GOVERNMENT OFFICIALS,
SALES REPRESENTATIVES AND DISTRIBUTORS, DOMESTIC
MANUFACTURERS OF FPP, AND USERS, AND OTHERS. (NO
BREAKDOWN GIVEN IN BID).

C-5 QUOTE BUSINESS INTERNATIONAL HAS NOT UNDERTAKEN
ANY RECENT SURVEYS IN THE ASIA/PACIFIC REGION.

IT HAS DONE RESEARCH IN OTHER REGIONS FOR SUCH
OTHER COMPANIES AS FMC, A BUSINESS INTERNATIONAL

CLIENT. UNQUOTE.

D. P.A. MANAGEMENT CONSULTANTS PTY. LIMITED

D-1 AUSTRALIA

D-2 DOLLARS A3500 AN DOLLARS US5250. (POST

CONVERSION AT DOLLARS 1.50)

D-3 A MINIMUM OF FORTY INTERVIEWS WITH LOCAL AGENTS FOR OVERSEAS

SUPPLIERS, GOVERNMENT DEPARTMENTS' TRADE

ASSOCIATIONS AND OTHER INTERESTED PARTIES OR

ORGANIZATIONS.

D-5 NONE INDICATED IN BID.

E. FELL AND STARKEY, CHARTERED ACCOUNTANTS.

E-1 AUSTRALIA

E-2 DOLLARS A3000 AND FOLLARS US4500.

E-3 SUPPLIERS OF FOOD PROCESSING EQUIPMENT 3

SUPPLIERS OF FOOD PACKAGING EQUIPMENT 3

TRADE ASSOCIATIONS 1

END USERS 24

TOTAL, AT LEAST 31.

E-5 NONE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SYDNEY00716
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740080-0468
From: SYDNEY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740454/aaaabwwx.tel
Line Count: 137
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE A-1665
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 23 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 MAY 2002 by bryansd0>; APPROVED <19 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BID REQUEST, TIR: FOOD PROCESSING AND PACKAGING EQUIPMENT
TAGS: BEXP, AS
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005